

## Message Text

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14

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 DODE-00 /020 W

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R 210815Z AUG 75

FM AMEMBASSY LUXEMBOURG

TO SECSTATE WASHDC 4587

INFO USMISSION NATO BRUSSELS

UNCLAS LUXEMBOURG 0649

E.O. 11652: N/A

TAGS: BEXP, LU, NATO

SUBJECT: PRODUCT OPPORTUNITY - TRIP BY STRAUSS LEON

REF: STATE 188863

1. IN A MEETING WITH EMBASSY OFFICERS ON AUGUST 19, MARWAIS MANAGEMENT EXPRESSED STRONG INTEREST IN DISCUSSING NATO PROJECTS WITH STRAUSS LEON. MARWAIS PRESIDENT PROPOSED A FULL COMPANY BRIEFING ON ITS ACTIVITIES COMBINED WITH LUNCH AND VISIT TO ITS PRODUCTION FACILITY AT DIEKIRCH. THIS WOULD REQUIRE APPROXIMATELY 3 HOURS OF LEON SCHEDULE IF AGREEABLE. A BRIEFING AT MARWAIS OFFICES IN LUXEMBOURG CITY WITHOUT PLANT VISIT ALTERNATE POSSIBILITY. MARWAIS IS PROUD OF ITS PERHAPS UNIQUE STATUS AS SMALLER U.S. COMPANY WITH RECORD OF WINNING COMPETITIVE NATO CONTRACTS AND IS ALSO ONLY SUCH CONTRACTOR LOCATED IN LUXEMBOURG.

2. TENTATIVE APPOINTMENT HAS BEEN SCHEDULED AT ARBED PENDING RETURN FROM VACATION OF DIRECTOR RESPONSIBLE FOR NEW INVESTMENTS.

3. MEETING WITH NATO SUPPLY CENTER CAN BE CONFIRMED ON/ABOUT SEPTEMBER 2.

4. ECON/COMMERCIAL OFFICER JOHN RILEY IS CONTROL OFFICER FOR VISIT AND WOULD PLAN TO ACCOMPANY LEON ON VISITS.

5. FURTHER BACKGROUND ON LEON MISSION WOULD ASSIST EMBASSY IN RECOMMENDING ADDITIONAL MEETINGS.

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6. MARWAIS RECEIVED USDOC LETTER REGARDING LEON

VISIT. IN VIEW OF MEETING WITH EMBASSY OFFICERS IN WHICH  
COMPANY CLEARLY SUPPORTED PRUPOSE OF TRIP, COMPANY ASSUMES  
NO DIRECT REPLY NOW NECESSARY. PHILLIPS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 AUG 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Document Source:** CORE  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Reference:** 75 STATE 188863  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 30 JAN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <30 JAN 2003 by ReddocGW>; APPROVED <11 MAR 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY - TRIP BY STRAUSS LEON  
**TAGS:** BEXP, LU, NATO  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006